

Message Text

CONFIDENTIAL

PAGE 01 MOSCOW 18251 221255Z

47

ACTION EB-07

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC IMMEDIATE 8072

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C O N F I D E N T I A L MOSCOW 18251

USDOC FOR BEWT/OEA AND BEWT/TDAD

E. O. 11652: GDS

TAGS: ETRD, ENRG, EEWT, UR, JP, US

SUBJ: SAKHALIN OFF-SHORE OIL PROJECT NEGOTIATIONS

REF: STATE 299440

SODECO REP (K. IWASAKI) CURRENTLY IN MOSCOW FOR NEGOTIATIONS WITH SUDOIMPORT ADVISED COMMATT DECEMBER 22 THAT REPORT REFTEL WAS INCORRECT. FRENCH FIRM CGG, ACCORDING TO IWASAKI, IS VERY ACTIVELY WORKING FOR SHIP LEASE CONTRACT AND HAS RECENTLY REDUCED PRICE OF ITS SHIPS IN ORDER IMPROVE ITS COMPETITIVE POSITION VIS-A-VIS GEOSOURCE (PETTY-RAY GEOPHYSICAL). IWASAKI SAID THAT FRENCH HAD ALSO OFFERED VERY ATTRACTIVE CONDITIONS FOR TRAINING SOVIET SPECIALISTS AND HAD PRESENTED NEW TECHNICAL PROPOSAL WHICH INCLUDED CONDITIONS FOR DATA ANALYSIS WHICH APPEARED TO BE BETTER THAN THOSE OFFERED BY GEOSOURCE.
STOESSEL

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Message Attributes

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Decaption Note:
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Disposition Approved on Date:
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